

# Success Through Effective Communication Skills (Präsenz)

## How to communicate more skillfully and convincingly

In order to be successful in business, it is important to know about communication styles and how they are influenced by culture and language. In this seminar you will learn how to navigate skillfully through difficult communication situations to achieve the desired result. You will be enabled to create a constructive, appreciative atmosphere and to optimise your communication by means of targeted reflection.

### Content

#### Achieving your goals

- Defining and understanding what effective communication is.
- Why do we need effective communication?
- Setting out what your communication goals are.
- How behaviour can be changed towards the object of communication.

#### Analysing communication and communication styles

- Patterns and characteristics of different communication styles.
- Communication at work.
- How to communicate under stress.

#### How do you determine other people's communication style?

- Identifying the communication style of others.
- What traits do they have when they communicate?
- How knowledge of these characteristics can help you communicate more effectively.
- What communication style do you use and how can you channel it?

#### How do people from other cultures communicate?

- Categorisation of people from different cultures and countries.
- Do different countries and cultures display similar characteristics when communicating?
- Use of this categorisation to communicate more effectively.

#### Language aspects

- Throughout the course particular attention will be made to the key terms and linguistic nuances used to communicate in English.

### Online Learning Platform

Once you have registered, you will be able to access your online learning platform, including extra materials for consolidating what you have learned.

### Your benefits

You will be able to

- define and clarify your role and consequently use the communication strategies,
- comprehensively recognise different communication styles,
- develop and tailor your own communication style to achieve your goals,
- foster new and more positive relationships between you, your team and others,
- convey the value of communication for achieving positive and lasting results,
- understand and use non-verbal forms of communication,
- communicate confidently in intercultural settings,
- use your learned strategies to communicate more effectively with E-Mail, telephone or in meetings.

## Methods

As this is a course dedicated to communication, it will be a very interactive course with continuous role-play, practice-oriented and communicative exercises throughout the two days. Continuous feedback will be given throughout the course as well as trainer-input and the opportunity to self-reflect. This course requires a lot of input from the participants.

## Who should attend

Anyone whose business success depends on effective communication and who wants to enhance their communication skills and techniques in order to communicate appropriate and confidently in international settings.

## Open Badges - Show what you can do digitally too.

Open Badges are recognised, digital certificates of participation. These verifiable credentials are the current standard for integration in career networks such as LinkedIn.

With them, you digitally demonstrate the competences you possess.

After successful completion, you will receive an Open Badge from us.

Read more:

<https://www.haufe-akademie.de/seminare-lehrgaenge/trending-topics/open-badges>



## Instructor



### Paul Walker

I worked as a global consultant and project manager in a big-4 consultancy firm for 10+ years. I managed large teams in the implementation of ERP Financial Accounting systems in collaboration with SAP. I have lived and worked in many countries and therefore had considerable experience in engaging and helping clients to fulfill their goals. Additionally, I am now a professional business skills trainer for the past 15 years, in the fields of effective communication, presentations, negotiations, business writing, intercultural awareness and time management. I speak 3 languages and represented the UK at global world championships at athletics.

## Training details

**Training in English | Präsenz**

2 days  
Limited number of participants

**Dates****12.-13.10.2026**

Hamburg

**Venue**

Hotel Barceló Hamburg

**Days & Times**

Monday, 12.10.2026

9:00 am - 5:00 pm

Tuesday, 13.10.2026

9:00 am - 5:00 pm

**17.-18.12.2026**

Stuttgart

**Venue**

Holiday Inn

**Days & Times**

Thursday, 17.12.2026

9:00 am - 5:00 pm

Friday, 18.12.2026

9:00 am - 5:00 pm

**01.-02.03.2027**

Köln

**Venue**

Best Western Plus Hotel Köln City

**Days & Times**

Monday, 01.03.2027

9:00 am - 5:00 pm

Tuesday, 02.03.2027

9:00 am - 5:00 pm

**13.-14.05.2027**

Berlin

**Venue**

centrovital Hotel

**Days & Times**

Thursday, 13.05.2027

9:00 am - 5:00 pm

Friday, 14.05.2027

9:00 am - 5:00 pm

**08.-09.09.2027**

München

**Venue**

Holiday Inn Unterhaching

**Days & Times**

Wednesday, 08.09.2027

9:00 am - 5:00 pm

Thursday, 09.09.2027

9:00 am - 5:00 pm

Current dates and further information can be found at [www.haufe-akademie.de/5659](http://www.haufe-akademie.de/5659)

**Participation fee****€ 1.540,- excl. VAT**

€ 1.832,60 incl. VAT

The stated participation fee includes a group lunch per full seminar day, refreshments during breaks and extensive course handouts. The participant must settle accommodation costs directly with the hotel. Regarding the booking of the hotel, you will find a reservation form in your online learning platform.

## Your registration options

Online: [www.haufe-akademie.de/5659](http://www.haufe-akademie.de/5659)

E-mail: [anmelden@haufe-akademie.de](mailto:anmelden@haufe-akademie.de)

Book your training course quickly and easily online. Please be sure to enter the name of the participant and the full billing address with telephone number and e-mail address.

In our Questions & Answers (FAQ) section you will find all the answers to the most frequently asked questions about our training courses:

<https://www.haufe-akademie.de/faqs>

You can also find our detailed conditions of participation on the Internet under [www.haufe-akademie.de/agb](http://www.haufe-akademie.de/agb) or in the overall program.

You can find the complete data protection regulations at [www.haufe-akademie.de/datenschutz](http://www.haufe-akademie.de/datenschutz).

### **Haufe Akademie GmbH & Co. KG**

Munzinger Straße 9, 79111 Freiburg, [www.haufe-akademie.de](http://www.haufe-akademie.de), Beratung: Tel.: +49 761 595339-00, [service@haufe-akademie.de](mailto:service@haufe-akademie.de)

# Success Through Effective Communication Skills (Live-Online)

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## Training details

## Training in English | Online

2 days  
Limited number of participants

### Start dates

**08.-09.10.2026**

Live-Online

**Course**

zoom

**Module times**

Thursday, 08.10.2026

9:00 am - 5:00 pm

Friday, 09.10.2026

9:00 am - 5:00 pm

**14.-15.06.2027**

Live-Online

**Course**

zoom

**Module times**

Monday, 14.06.2027

9:00 am - 5:00 pm

Tuesday, 15.06.2027

9:00 am - 5:00 pm

Current dates and further information can be found at [www.haufe-akademie.de/33288](http://www.haufe-akademie.de/33288)

### Participation fee

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